

LAST WEEK'S ESTIMATED DAILY SALE 474,000

No 63,049

Freedom hopes for Terry Waite linked to Gulf hijack

Kuwait holds key to fate of Iran hostages

From Robert Fisk, Bahrain

The fate of the 12 British men and 75 other passengers and crew still on board the hijacked Kuwait jet in north-eastern Iran rested last night on Kuwait's readiness to go back on its long-standing refusal to enter direct talks with the gunmen of Islamic Jihad.

Speculation grew in Paris yesterday that M Jean-Charles Marchiani, the former intelligence agent who played a key role in a French hostage exchange in November, was back from a new mission in Syria with firm proposals for the release of the last three French hostages held in Lebanon.

The authorities there, however, appear to be showing a quite different sense of perspective now that members of the royal family are under threat of death. The hijackers said yesterday morning that the three al-Sabahs were in "imminent danger" if their demands were not met.



Standing firm: Mrs Thatcher in Downing Street yesterday emphasizing that there will be no deal with the hijackers. She later left on a two-day visit to Turkey.

Reserves at record \$47 billion

By David Smith Economics Correspondent Britain's official reserves rose strongly last month as the Bank of England intervened heavily to hold down sterling.

The Waite connection

Leading article...13 Managing the crisis...20 officials would "facilitate the task of the Iranian authorities in ensuring the release of the airliner."

BBC chief's blueprint for better journalism

By Richard Evans, Media Editor A blueprint for reversing the "declining" standards of British journalism, including independent ombudsmen for the main newspapers and broadcasting organizations, was outlined last night by Mr John Birt, Deputy Director-General of the BBC.

BBC chief's blueprint for better journalism

scale, and there were worrying signs of a drift in standards among broadsheet newspapers which sometimes displayed too little care for the truth. Although impartiality and a sense of fair play could be found in the Press, the sound of grinding axes, from proprietors, editors and individual correspondents had become increasingly common.

Profit drop

Kleinwort Benson Lonsdale, the merchant banking group, saw profits drop £14.5 million last year, despite coming through the October crash unscathed.

Israeli fury over shooting of girl

From David Bernstein, Jerusalem An Israeli girl and two Palestinian villagers were killed yesterday in what could turn out to be the most serious incident since the uprising in the Israeli-occupied West Bank and Gaza Strip began four months ago.

New plea for Tube documents

By Rodney Cowton and Tony Dave London Regional Transport is being asked to change its mind after refusing to supply vital documents to the King's Cross disaster inquiry.

Gorbachov flies to Afghan talks

From Christopher Walker, Moscow New moves on the promised Soviet pull-out from Afghanistan were signalled yesterday when Mr Mikhail Gorbachov flew unexpectedly to the Central Asian city of Tashkent for talks with the Afghan leader, President Najibullah.

Job cowboys

Corner-cutting employers seeking staff are encouraging cowboy recruitment methods, says an introduction to today's seven pages of Appointments... Pages 29-35

Masters meet

Severiano Ballesteros, twice a former winner, is the favourite for the 52nd US Masters golf tournament starting today at Augusta, Georgia... Page 38

FA charge

The Arsenal manager, George Graham, has been charged with bringing the game into disrepute by the FA following an incident at the end of last week's match against Oxford United... Page 40

Tears of relief as Alps pupils return to school

By Andrew Morgan The party of schoolchildren who lost four friends in the Austrian mountain accident arrived home yesterday. Parents received details of counselling and support services as the pupils returned to Aitwood Church of England School, Maidenhead, Berkshire.

Half an hour of perfection

The problem has been in the coaches and performance, not in the horse, which is a fine specimen of a horse.

INDEX

Table with 2 columns: Category and Page Number. Includes Home News (2-3), Overseas (7-9), Business (21-28), Sport (35-40), Arts (16), Births, marriages, deaths (17), Books (23), City Diary (24), Court (10-20), Crosswords (12), Diary (12), Entertainment (18), Features (11-12), Health (11), Information (18), Law Report (35), Leading articles (13), Letters (13), Obituary (14), Solero (14), Science Report (29), Snow reports (19), TV & Radio (20), Weather (19)

Portfolio Accumulator £152,000 won by London woman

A GTI at the gate, school fees for the children, a holiday in Portugal, an architect to design the new conservatory, a week on a health farm and a crash course to give up smoking - these are some of the things Mrs Jennifer Chelley of Barnes has thought of buying with the £152,000 jackpot she has scooped as the first winner of The Times Portfolio Accumulator prize.



Mrs Chelley: Fortune after eight recounts.

Things will have changed so much in the past 10 or 11 years that I do not know where I would fit in. But having the children's school fees secure for several years will be a real advantage. As for the GTI, Mrs Chelley thinks she should have one, even though she cannot drive. The prize money, properly invested with the help of a family friend, will pay for driving lessons too.

WIN £10,000

Today Portfolio Accumulator starts afresh with £10,000 in the fund. Accumulator offers two chances to win each day: the £4,000 prize or the contents of the Accumulator fund, won when a reader's number is higher than the daily total.

SCHOOL FEES REQUIRED? ACT NOW.

A monthly or lump sum investment into one of our wide range of school fee plans could bring your children or grandchildren an independent education. That means an education of your choice, the most precious gift you can give any child.

INVEST FOR SCHOOL FEES LIMITED

Investment form with fields for Name, Address, Home Tel, Office Tel, Child/Children Ages, Preferred method of payment, and checkboxes for From Income, Income & Lump Sum, Lump Sum.

Vertical text on the far left edge of the page, including 'END COLUMN', 'Test of strength on the Tideway', and 'Mind as well as body'.



DRIVE OFF IN A NEW 309 THIS SPRING.



PAY NOTHING MORE UNTIL AUTUMN.

Here's a great way to buy a brand new Peugeot 309 without tying up all your finances.

All you do is pay a 20% deposit on a 3 or 5 door 309 of your choice* (your own car should more than cover this). Then you don't have to pay anything more for 6 long months.

Leaving you free to enjoy yourself this summer - to throw a mid-summer's eve party, fit that long awaited jacuzzi, or take yourself off to somewhere you've never been (might we suggest a touring holiday?).

And then, when the leaves start to turn, either pay off the

PEUGEOT 309 DRIVE NOW PAY LATER PLAN EXAMPLE: 309 XE L1				
Cash Price on road		\$5925.00		
Less 20% Deposit		\$1185.00		
Balance to be financed		\$4740.00		
Period	6 months	24 months	36 months	
Customer APR	0%	7.9%	9.9%	
Monthly Instalments	5 at \$ nil	5 at \$ nil	5 at \$ nil	
Instalments thereafter	Balance after 6 months	11 months at \$274.21	31 months at \$179.88	
Total Balance Paid Off	\$4740.00	\$5219.99	\$5679.28	
Total Charge For Credit	\$ nil	\$469.01	\$830.28	
Total Amount Payable	\$4740.00	\$5689.00	\$6509.56	

*THESE FIGURES ARE NOT VALID FOR ALL COUNTRIES

remainder with one of the two low interest payment plans in the chart, or pay in full (with no interest).

If you already have a jacuzzi, however, why not take advantage of Peugeot's other flexible finance options now?

After paying the deposit you can either split the balance into regular instalments at 0% APR interest, or ask your dealer to tailor a finance plan to suit you.

But however you decide to pay for your new 309, there's one thing that's certain. Once you're behind the wheel, you'll know why we say "You've never been here before."

PEUGEOT 309
YOU'VE NEVER BEEN HERE BEFORE



PEUGEOT. THE LION GOES FROM STRENGTH TO STRENGTH.

SUBJECT TO AVAILABILITY PRICES CORRECT AT TIME OF GOING TO PRESS. PEUGEOT TALBOT MOTOR COMPANY LIMITED, BIRMINGHAM B37 7Y2 FINANCE OFFERS AVAILABLE FOR A LIMITED PERIOD AND SUBJECT TO STATUS. WRITTEN QUOTATIONS ON REQUEST THROUGH PEUGEOT TALBOT CREDIT, PO BOX 75, LONDON WC2B 5DP. FOR A COMPREHENSIVE INFORMATION PACK ON THE 309 RANGE, TELEPHONE 0272 217205.

Trag
unless

Mr Henderson said that the good safety record of the Underground had led to a sense of complacency. He said that things have gone wrong in recent years and they will go tragically wrong again if there is not a serious branch appraisal of safety standards.

6 Standards, from the highest to the lowest levels in the Underground, have been allowed to slip

Mr Henderson said that standards had slipped despite a high number of small fires in the Underground. He said that one set of signals was damaged in 1986 and that the most conservative reports had stated 1,333 in the last three years. 12 of them were fatalities.

QC records

By Staff Reporters
Safety standards on the London Underground have slipped so significantly that better independent inspection must be made of the network, Mr Henderson said. He recommended several changes after reading thousands of documents submitted by the Treasury Secretary. "London Regional Transport and London Underground are to be kept on short leashes and independent inspectors not to prevail upon us to be third party inspectors," Mr Henderson said. He said that the railway was in need of a "more intensive and more regular" inspection. He had suffered from a long of staff and with a manager was provided with skills acquired on the health and safety Executive. He had done with the very inspectorate.

Genetic Salmonella

By
Scientists have genetically engineered a vaccine that protects against the food poisoning organism salmonella. The organism has endowed immunity, the genetically engineered organism, described. Using another technique, scientists have deleted the genes from the chromosome that controls production of the lethal toxin. The scientists are now testing the laboratory and animals as there is a need to promote immunity. Progress on research with the types of live vaccines created by genetic engineering which will soon be available from the drug industry was discussed at the first international conference on the release of genetically engineered microorganisms (GEMs). The self-destructive vaccines built into the salmonella vaccine. Professor Curran said it was designed to overcome anxiety. He said that the vaccine had been long dreamt of.

هكذا من الأهل

**THE NEW ROVER 827 SLi.
(TELL TCHAIKOVSKY THE NEWS.)**



The Royal Albert Hall. National monument and home of some of the finest acoustics in the world. Be it a Mozart quartet or the 1812 Overture, you'll hear music in its most natural, undistorted form.

And that's just how we wanted you to hear music in the new 827 SLi. So our Rover designers listened closely to the experts. The back-room boys at ELAC. (Electro Acoustic Industries.)

They explained how constraints on acoustic performance can be minimised by the exact matching of frequency response to the interior characteristics of the car. And further reduced by intelligent speaker location. So our designers examined the car.

And out went any thought of fitting tweeters in the dash top. The high notes get reflected off the inside of the windscreen, causing dispersal and confusion.



Peter Ilyich Tchaikovsky. 1840-1893. When it came to acoustics, not an easy man to please.

And in went tweeters just forward of the door handles. The mid-range door speakers were angled to the listener's head, not his feet. While two 6 1/2" 40 watt coaxial units were mounted in the rear woofer system.

The result? A nigh on perfect stereo image in an executive saloon. And the perfect accompaniment to the lively performance of the car's new 24 valve 2.7 litre engine.

It will speed you from 0-60 in a very spirited 7.6 seconds*. And propel you through that crucial mid-range with almost ungentlemanly keenness.

While the four speed electronic automatic box allows you to switch from dynamic sports mode to effortless cruising for mile upon mile of whisper-quiet motorway driving. Cosseted, naturally, in traditional Rover luxury.

The new eight-speaker Rover 827 SLi. Roll over, Beethoven.



CAR SHOWN: ROVER 827SLi. PRICE £17,978. ROVER 800 RANGE FROM £12,499 TO £17,381. ALL PRICES CORRECT AT TIME OF GOING TO PRESS. EXCLUDING NUMBER PLATES AND DELIVERY. *MANUFACTURER'S DATA. FIGURE QUOTED IS FOR MANUAL TRANSMISSION. AVAILABLE AS NO-COST OPTION ON 827 SLi AND SL. FOR FULL DETAILS OF YOUR NEAREST ROVER DEALER RING 01-330-0200. NATIONWIDE CAR RENTAL RESERVATIONS THROUGH BRITISH CAR RENTAL TEL. 0203-7722. TAX FREE SALES INFORMATION 021-475-3181 EXT 228.

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هكذا من الأهل

Knuckle begins w York

The late Bella Abzug, a fiery New York congresswoman, was buried in New York City yesterday. She died in a hospital after a long illness.

Nicaraguan peace initiative

Contra complaints threaten to sink talks in Managua

The Nicaraguan peace initiative, launched two weeks ago with an unprecedented ceasefire agreement and an undertaking to pursue negotiations towards a definitive settlement of the civil war, has run into serious difficulties.

The Managua Government and the Contra rebels have accused each other of violating the Sapoa accords, named after the Nicaraguan border town where — to the surprise of most observers here — the two sides signed a peace pact on March 23.

Most of the complaints have come from the Contras. Far from raising doubts about the commitment of the Sandinista Government, the Contras' protestations suggest a sudden reluctance to allow the peace process to reach success.

President Ortega said: "No sooner did they get their funds from Congress than they began stalling", reflecting the Sandinistas' growing conviction that the Contras either signed the Sapoa agreement in bad faith or that their political leadership has buckled under pressure from the Reagan Administration, which opposes the peace plan.

On Saturday President Reagan approved a \$48 million (£25 million) package of non-military aid. The same day, a Contra spokesman in Miami announced that the rebels had decided unilaterally to postpone a meeting which

From David Gollob, Managua

was to have taken place in Managua yesterday. Arranged under the terms of the Sapoa pact, it was to have been the first step in the search for permanent peace.

The Government rejected these demands as unacceptable. Major-General Joaquin Cuadra, Vice-Minister of Defence and second in command to General Ortega, said: "This is supposed to be a meeting to discuss the terms of a settlement of the conflict, not an occasion to launch a political campaign."

The 60-day ceasefire which started on Good Friday and was supposed to provide a better climate for the negotiations has meanwhile begun to crumble. Though Managua has accused the Contras of violating the Sapoa accords only by failing to turn up for yesterday's meeting, a military official has admitted that 22 government soldiers and civilians have died in Contra attacks over the past few days.

The Contras accuse the Government of launching offensive actions to drive potential civilian supporters from ceasefire zones into which their forces are theoretically supposed to regroup by the middle of this month.

Parallel negotiations over the definition of the zones did resume this week, but they have proceeded at a snail's pace, due in part to the lack of punctuality of the Contra delegation.

He declared: "The newspaper shortage... is not the fault of the Government." The Contras also objected to the quality of their hotel accommodation in Managua. And on Tuesday, at a press conference in Miami, three senior Contra leaders threatened not merely to postpone the talks but to cancel them unless new demands about the arrangements were met.

osition politicians, and to hold press conferences. They also want their 60-member delegation put up at a luxury hotel of their choice.

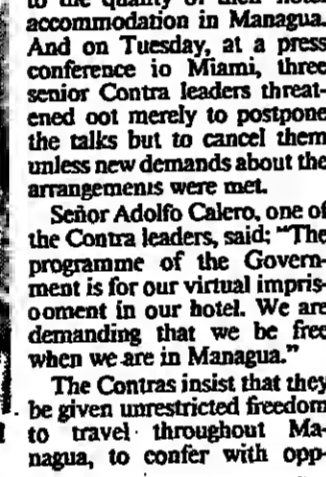
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Señor Calero: "We demand that we be free in Managua."



Matador's surprise in the afternoon



A Spanish matador looking on in astonishment as a somersaulting bull hurtles towards him. The incident happened during Señor Fernando Cepeda's appearance in the hurring at the weekend corrida in Arles in south-eastern France.

Flooding disaster in eastern Australia

Sydney — The south-east of Queensland, Australia's sunshine coast, was declared a natural disaster area yesterday after 17 in of rain in a week brought flood chaos (Our Correspondent writes). State emergency services evacuated thousands of people as the deluge continued in Queensland and northern New South Wales.

Aircraft fire

Tokyo (AFP) — A South African Government inquiry found that fire in the baggage hold and a faulty fire-fighting system caused the November crash over the Indian Ocean of a South African Airways plane in which 159 people died, the *Asahi* newspaper reported. An explosion had been suspected.

Fraud inquiry

Onagadongor (AFP) — The younger brother of Thomas Sankara, the leader of Burkina Faso in West Africa who was assassinated in a coup last October, was held in an embezzlement investigation.

Monk shot

Colombo — A Buddhist monk was injured when Sri Lankan police fired on students demonstrating against colleagues' detentions and college closures at Kelaniya University.

Return to US

Hanoi (AFP) — Vietnam gave the remains of 27 US servicemen to an American delegation in the largest such handover since the end of the Vietnam War in 1975.

Nato talks

Madrid — General John Galvin, the Supreme Allied Commander for Europe, arrived here on a three-day visit.

Young protest

Dhaka (AP) — Nearly 2,000 children of Pakistanis stranded in Bangladesh since 1971 marched through the streets demanding to be sent home.

Data lines

New York (AP) — Police held a couple accused of running a multimillion-dollar prostitution ring that used a computerized client list and bladders to page its 450 call-girls.

Mexicans haunted by death squad era

From Alan Robinson, Mexico City

Mexico's National Front Against Repression has mixed feelings about Señor Zacarias Osorio, a Mexican Army deserter who claims he was part of a military death squad between 1977 and 1982. He has won political asylum in Canada by pleading that his return to Mexico would mean his own death.

"He saved his life by admitting he is a murderer," a National Front spokesman said bitterly. "But his testimony is the first from the other side of the fence that helps to corroborate hundreds from Mexicans who were kidnapped, tortured and witnessed executions."

But even the militant National Front does not claim to have proof that there are still military death squads in Mexico. "But we know they did exist," he said.

Señora Rosario Ibarra de Piedra is leader of Mexico's human rights movement and the founder, in 1977, of the

Committee for Defence of Prisoners, Persecuted and Missing People and Exiles. Before 1975 she was a placid housewife. But that year her son, Jesús, disappeared, presumably because of his leftist activities.

Señora Ibarra believed that the Government was responsible and started a search for her son. She made contact with hundreds of relatives of other missing people, founded the committee and eventually united it with other human rights organizations in the National Front. Now, at 60, she is the presidential candidate of the left-wing Revolutionary Workers' Party for the July election and has been twice nominated for the Nobel Peace Prize.

There are now 543 names on her list of missing persons. The committee has rescued many political prisoners, she says, "and all testify they were held in clandestine jails". Some say they were in Milit-

tary Camp No 1 in Mexico City. Others were in La Hoya Military Camp in the state of Coahuila, or in the Icaos Naval Base in Acapulco. Some have described being in jails run by the former Federal Security Directorate (now renamed the Directorate of Investigation and National Security, answerable to the Interior Ministry).

"Many of those who got out came to us and said they saw other missing persons while inside. We believe many are still alive," she said. Some prisoners had been held for between six months and three years, and others had been incarcerated for as long as 10 years before being seen again.

"Three years ago a young man told me he had seen my son. If he was around then, he could still be alive now," Señora Ibarra said.

In 1978 a hunger strike by human rights groups in Mexico City helped to persuade President López Portillo to

decreed an amnesty law. About 1,500 political prisoners were freed, though the Government officially continued to deny their existence. In the following 10 years another 148 missing persons reappeared after pressure by the human rights groups. Señora Ibarra believes the Government has not released the 543 on the list today "because they would be admitting they made a mistake and that they broke their own laws".

She said that the National Front against Repression "uses political acts and international pressure. Generally after someone disappears we start action right away. But the Government does not say 'Look, here he is', when they let somebody out. They let them go on a side-street or an alley, give them a bit of money and threaten them so they won't talk. They always come to us and tell us what happened."



Hoverspeed can whisk you and your car across the Channel in just 35 minutes. In a mere ten minutes you can be driving off and be en-route to your destination. You also have a choice of up to 29 flights a day from Dover to Calais or Boulogne on Hovercraft taking up to 55 cars and up to 424 passengers. And you can relax in the knowledge that your seat is guaranteed. So why not take the car to France by Hoverspeed? Not only will you have a speedy crossing, but you could be on your way to your next port of call, while on the ferry they're still all at sea.

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Ababa tells workers to go

Ababa, the capital of Ethiopia, has seen a massive demonstration by workers demanding better wages and conditions. The government has urged workers to return to their jobs.



COURT AND SOCIAL

COURT CIRCULAR

WINDSOR CASTLE April 6: The Lord Chancellor and the Lady Glenconner... KENSINGTON PALACE April 6: The Princess Margaret...

Forthcoming marriages

Mr J.D.A. Azis and Miss J.L. Brown... Mr J.A. Greville Williams and Miss E.F. Barry... Mr J.C. Cullen and Miss S.R. Brown...



Janice Parker, aged 13, the daughter of Mr Andrew Parker, the man who used his body as a bridge to help 20 other passengers escape from the capsized Herald of Free Enterprise...

THE THYSSEN MASTERPIECES



A Young Woman (La Bella) by Palma Vecchio (Jacopo Negretti) 1480-1528: This idealistic image of woman was originally attributed to Titian... Mr David Ekserdjian, the author of the exhibition catalogue...

Spain wins battle for Thyssen art collection From Harry Debelius, Madrid The formal agreement, under which about 700 of the most highly prized works in the private art collection of Baron Hans Heinrich Thyssen-Bornemisza will be installed in Madrid on a long term basis...

Spain, Carmen Cervera, and the baron's good friend, the Duke of Badajoz, who is King Juan Carlos's brother-in-law... The Thyssen collection is considered by art experts to be possibly the most complete private collection of great paintings in the world...

Dinners

United and Cecil Club Lord Colindale, Chairman of the United and Cecil Club, presided at a dinner held last night at the House of Commons...

Birthdays today

Mr Dennis Amis, cricketer, 45; Lord Ashburton, 90; Miss Freda Brillant, sculptor, 80; Mr Francis Ford Coppola, film director, 49...

Lennon tax cheque bounces back...

A cheque for \$6,946-10-0d made out by John Lennon to the Inland Revenue in 1968 was snapped up at a sale of pop memorabilia at Phillips yesterday for £5,280 (estimate £400-£600).

Relics of Michael Jackson

what was described as a 'superb' pair of his purple lace-up dancing shoes, heavily studded with purple glass stones, as worn on a 1981 tour...

Mr Léon Goossens

A service of thanksgiving for the life and work of Mr Léon Goossens will be held in Westminster Abbey at noon on Monday, May 16 1988...

Latest wills

Lord Taylor, of Glyn Ceirion, Cwyd, psychiatrist and sociologist, left estate valued at £119,650 net.

Anniversaries

BIRTHS: Saint Francis Xavier, Jesuit missionary, Navarre, Spain, 1506; Charles Burney, musicologist, Shrewsbury, 1726; William Wordsworth, poet laureate, 1743-1850...

Colfe's School

The following boys have been awarded Scholarships or other distinctions at Colfe's School: Daniel Johnson, Colfe's Preparatory School...

Leighton Park School, Reading

The following awards have been made: For entry at 13: Major Scholarship: Matthew Leighton...

Today's royal engagements

The Queen, accompanied by the Duke of Edinburgh, will visit Britain's Royal Naval College, Dartmouth, in present new Colours and take the Lord High Admiral's Divisions at 10.30.

OBITUARY MR JOHN EPPSTEIN

Exponent of Western collective security

Mr John Eppstein, OBE, who died on April 2, at the age of 92, was a distinguished Roman Catholic intellectual whose activities in the field of international relations covered a period of more than fifty years... He served seventeen years with the league as assistant secretary to Maxwell Garnett in London, and, later, as private secretary to Lord Robert (Viscount) Cecil...

MISS ALFREDA FISHER

Miss Alfreda Fisher, who died in New Zealand on March 25, at the age of 87, was for many years a well-known figure in hard of hearing circles in this country... She was born in Liverpool, a doctor's daughter. During her youth she suffered from poor health and spent long periods confined to a spinal carriage...

MR LEONARD DOWNES

Mr Leonard Stephen Downes, OBE, an early member of the British Council, died on March 25. He was 77. In 1936, the council appointed him to the post of English lecturer at Coimbra University in Portugal... He retired in 1971 and settled in Hampshire. But he continued to use his language skills, teaching Portuguese at Portsmouth Polytechnic...

MISS MARGARETE STARK

Miss Margarete Stark, who was killed in a car crash in Bavaria on March 31, at the age of 69, was a diplomatist who patiently cultivated a more understanding attitude towards West Germany among a generation of British politicians and journalists... She was an ardent ally of the pro-European right wing when she became the London embassy's link with the Labour Party in the 1970s...

MR P. N. CARPMAEL

Mr Philip Nevill Carpmael, who died on Easter Day, at the age of 80, was one of the best-known and loved figures in the rowing world... He was educated at Oundle and at Jesus College, Cambridge, and first raced at Henley Royal Regatta in 1928. He was a competitor in all but two of the ensuing twenty-four regattas...

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Vertical sidebar containing various notices, advertisements, and small text fragments, including 'BIRTHS', 'DEATHS', and 'NOTICES'.

BIRTHS, MARRIAGES, DEATHS

Listen to me, my people, listen to me... BIRTHS... MARRIAGES... DEATHS... [Detailed list of birth, marriage, and death notices]

ANNOUNCEMENTS... BELGIAN... Mr LORGE, rue Vandervelde 57, 6218 Thimion, Belgium... [Various announcements and notices]

MORNING SUITS... DINNER SUITS... EVENING TAIL SUITS... [Advertisements for clothing services]

RENTALS... LANDLORDS... KEITH CARDALE GROVES... [Real estate advertisements for rentals and property management]

OVERSEAS TRAVEL... TRAILFINDERS... *IT'S ALL AT*... [Travel agency advertisements]

BIRTHDAYS... SERVICES... [Birthdays and service notices]

MEMORIAL SERVICES... IN MEMORIAM - PRIVATE... [Memorial services and obituaries]

ANNOUNCEMENTS... MAY BALL - WISHING WELL APPEAL... [Announcements and charity appeals]

DEATHS... [Detailed list of death notices]

MEMORIAL SERVICES... IN MEMORIAM - PRIVATE... [Continuation of memorial services]

ANNOUNCEMENTS... MAY BALL - WISHING WELL APPEAL... [Continuation of announcements and appeals]

WANTED... DRESSER REQUIRED FOR LADY BOSS... [Job and service wanted notices]

EXCHANGES... FLATSHARE... [Real estate and exchange notices]

TRAVELERS... UP, UP & AWAY... [Travel and relocation notices]

DOMESTIC & CATERING SITUATIONS... MAJOR DOMO... [Domestic and catering notices]

SITUATIONS WANTED... COMPANY NOTICES... LEGAL NOTICES... [Situations wanted, company and legal notices]

Arthritis Research Council logo and contact information.

BOOKS

Declining the American Empire

Andrei Navrozov scans the transatlantic horizon and finds one book on New York and one on Anglo-American relations. He likes one and dislikes the other

It would be unwise to assume that the relationship between Britain and America will continue indefinitely in its present form. "Close personal friendships alone will not insulate traditional policies against changing international realities." "Today America is painfully adapting to the loss of its economic supremacy and, at the same time, establishing a more structured if still adversarial relationship with the Soviet Union." These three hoary clichés occur on page 333 of the Dimbleby-Reynolds exercise in transatlantic banality, *An Ocean Apart*, developed from the BBC TV series of the same name.

The perfect cliché is always an equation with more than a single unknown: conceptual vagaries like "indefinitely", "changing", or "structured" give their authors enough latitude to witness the Second Coming and claim to have prophesied it. If one's opinions and ideas matter at all, such shameless fence-straddling cannot be dismissed as a quaint trait of the international-relations crowd. In 1938, its brightest lights hailed the Munich Pact as "far-reaching and pregnant with hope". It was that all right, as any fool could tell at the time, but not for Czechoslovakia; as for its ultimate effect, it should have taught the world to

AN OCEAN APART
By David Dimbleby & David Reynolds
BBC/Hodder & Stoughton, £14.95

IMPERIAL CITY
The Rise and Rise of New York
By Geoffrey Moorhouse
Hodder & Stoughton, £12.95

measure the cost of banality in blood and tears. Instead, while becoming increasingly telegraphic, the pundits have grown more and more intellectually irresponsible.

This book about the "special relationship" between the US and Britain is an encyclopaedia of received wisdom, from the Mayflower to the remarkable personal alliance of two leaders who "had restored their countries' pride" and a third, Mikhail Gorbachov, who was anxious to reduce the defence burden on the inefficient Russian economy". Actually, as of 1982, Russia produced 142 million tons of steel a year (a T-72 tank

weighs in at 36 tons), compared to America's 68 million (including 203 thousand tons for "all ordnance and other military uses"). True, under Mr Gorbachov, titanium rather than steel is beginning to be used in submarine construction, but otherwise one doubts that the "defence burden" is a source of much anxiety to him. As for the Reagan-Thatcher "personal alliance", 12 lines on we find "Reagan and Gorbachov... charting like old friends around the fireside in Geneva." Where's Mrs Thatcher? Old friendships, it appears, are even more remarkable than personal alliances.

One might mention that "the movies, music, make-up and the monarchy all play their part". The magnificently inventive alliteration (you have, of course, noticed that many of the words here begin with the letter "m") is the brain-writer's, not the author's, achievement; yet somehow it captures the spirit of the whole effort better than any single example. Still, the urge to quote from the conclusion of Chapter 14, "Living in the American Age", is more than a far less

bewildered reviewer can hope to suppress. Brazen, monstrously glib, and feeble-minded as the authors are as historians, it is their philosophical insights that open new vistas into the ageless realm of imagination-defying, toe-curling twaddle: "For the modern world was becoming a global village" in which the winds of change blew from many directions, not just one." In short, as Cicero would have said had he lived to see it on television: O Dimbleby! O Reynolds!

The reference of the famous citizen of Rome is not out of place as we turn to *Imperial City*, a portrait of New York by Geoffrey Moorhouse. After the phantasmagoric tele-glimpse of Uncle Sam chatting up the Russian Bear on Wogan, it seems a relief, a welcome reminder that people still can and do write books. Like all books, it has strengths and weaknesses, yet its very flaws seem modest, civilized, even noble, when compared with the vacuous shrillness of Anglo-American platitudinizing.

Mr Moorhouse's greatest strength is his patient, observant prose:

Be different at any cost became the watchword now, and it has produced some truly eye-catching shapes, chiefly to impress inspectors of the horizon, it sometimes seems; for it is, after all, difficult to appreciate a skyscraper from the adjacent sidewalk unless you lie flat on your back.

One gets the distinct feeling that the author has done just that, lain on his back under the Chrysler Building and every other protuberance and incurvity to be found on the island of Manhattan, enjoying everything that, to a native New Yorker, is more often than not just a city and a bit of a nuisance.

This, of course, is the traveller's prerogative, and Mr Moorhouse exercises it combining the enthusiasm of Alexis de Tocqueville with the detachment of Guglielmo Ferrero. Little of what actually stands or moves in New York has escaped his attention, from the Abyssinian Baptist Church of Harlem to

Mortimer Zuckerman, from Louis Auchincloss to Zabar's Delicatessen.

The greatest flaw of this entertaining and factual book is the author's inability or unwillingness to look beneath the surface of people and institutions, fascinating as that surface may be for a foreign observer and his intended audience. New York's intellectual and cultural insularity, for instance — camouflaged as it is by the city's "international" reputation — is a unique condition that invites diagnosis, yet Mr Moorhouse seems to accept the bluff at face value. He is equally reticent about New York's status as a one-newspaper city and the deadly role of *The New York Times*, its one "quality paper" since the collapse of *The New York Tribune* a generation ago, as the national arbiter on all matters cultural and political.

On the eve of the First World War, Guglielmo Ferrero, the now almost forgotten chronicler of the self-destruction of the Roman Republic, was largely optimistic as he drew a parallel between the civilizations in Ancient Rome and Modern America. For the most part, so is Mr Moorhouse, charmed by the "slightly rotten apple" of today. One can only hope that, in the long run at least, history proves these visitors right.

Captain Morphic

The best scientific practice is no longer magical. The modern chemist does not feel the need to mutter any particular incantation over his reagents; the modern engineer seldom christens his structures in blood to appease the local demons; even those who read and write the astrological sections of our popular press do not seriously believe in a magical connection between the movements of the planet and human affairs.

Rupert Sheldrake, however, wants to put the clock back. His book, *The Presence of the Past* (his second publication on the topic), suggests that the world is, after all, governed by sympathetic magic. He doesn't call it that, of course; he gives it a proper pseudo-scientific name: "the morphogenetic field". He posits uncounted millions of such fields, superimposed throughout all space and enduring through time, each one with the job of keeping its own bit of nature in line. There's a special foxglove field, for example, evolved over the ages by the accumulated forms of all past foxgloves, whose "morphic resonance" causes each new foxglove to resemble its ancestor. There's another for sugar crystals, which makes sure that new sugar crystallizes in the same patterns that sugar has traditionally adopted. And there's one for every aspect of human and animal behaviour, making it easier for every species to do the things which that species has done in the past. The overall notion is that the regularities of nature are not manifestations of stable laws;

they are merely "habits", slowly evolving and stabilizing over time as past experience morphogenetic fields.

THE PRESENCE OF THE PAST
By Rupert Sheldrake
Collins, £15

As a scientific theory this is outrageously unscientific. The established mechanisms of genetics already provide a perfect believable account of why a foxglove should resemble its progenitors. Molecular physics already has a very clear picture of crystallization. The whole super-colossal undetectable magical apparatus of morphogenetic machinery has practically nothing to do. To be taken seriously, a theory should not make more arbitrary assumptions than it has facts to explain. Furthermore, it should make specific predictions.

To his credit, Sheldrake rises to this challenge. He does suggest a variety of experiments, most intriguingly in the field of human learning. Thus he reckons that it should be easier for an Englishman to learn a Persian nursery rhyme than a set of Persian nonsensical syllables, both being equally unintelligible to him, because of the morphogenetic field established by the generations of Persian-speakers to whom the rhyme has been familiar. Such an effect, essentially a form of collective time-span-

ning telepathy, does not actually contradict any known physical principle, since the activities of conscious (unlike those of sugar crystals) are still outside the region in which the writ of physics runs. So far the results of such tests display the usual ambiguous and arguable and possibly positive results so infuriatingly characteristic of paranormal investigations.

But even a positive result to such a test would not save morphogenetic theory from being nonsense. It is so vast and formless that it could easily be made to explain anything, or to dodge round any opposing argument — though I would like to know, for example, why the massive morphogenetic influence of the past has not by now made all foxgloves totally identical. Sheldrake has sadly aligned himself with those fantasists who, from the depths of their armchairs, dream up whole new grandiose theories of space and time to revolutionize all science, drape their woolly generalizations over every phenomenon they can think of, and then start looking round for whatever scraps of evidence that seem to them to be in their favour. With his scientific background, he ought to know that this is the wrong order of precedence. Let him obtain some real, unarguable, reproducible experimental results: and we will then see what is the minimum modification of existing theory required to accommodate them. Meanwhile, the whole unwieldy and redundant structure of his theory falls to Occam's Razor.

Time was when a children's encyclopaedia meant Arthur Mee — those fat, red volumes, jumbling up in their enticing, old-fashioned way so much diverse entertainment. Reading about steam engines you never knew if the next page would lead you to an episode from *Alice* or instructions on how to make a model village out of cardboard.

We manage things differently now. The thinner, but more plentiful, red volumes of *Children's Britannica* bring the world to alphabetic heel: Aardvark, Abacus, Abalone... and because the world is not entirely susceptible to such dragging, everything is re-analysed in a hefty Reference Index which gives, as bonus, many additional brief descriptions. The nearest fun to be had in this like fun is to make trails for yourself through the cross-references (Canterbury — Chaucer — English Language — Dialect, etc.).

But is it worth it? Is an imposing enterprise like this needed to bridge the gap between simple, unambitious children's encyclopaedias like those put out by Macmillan's, and its own massive parent —

All about Bartok

CHILDREN

Brian Alderson

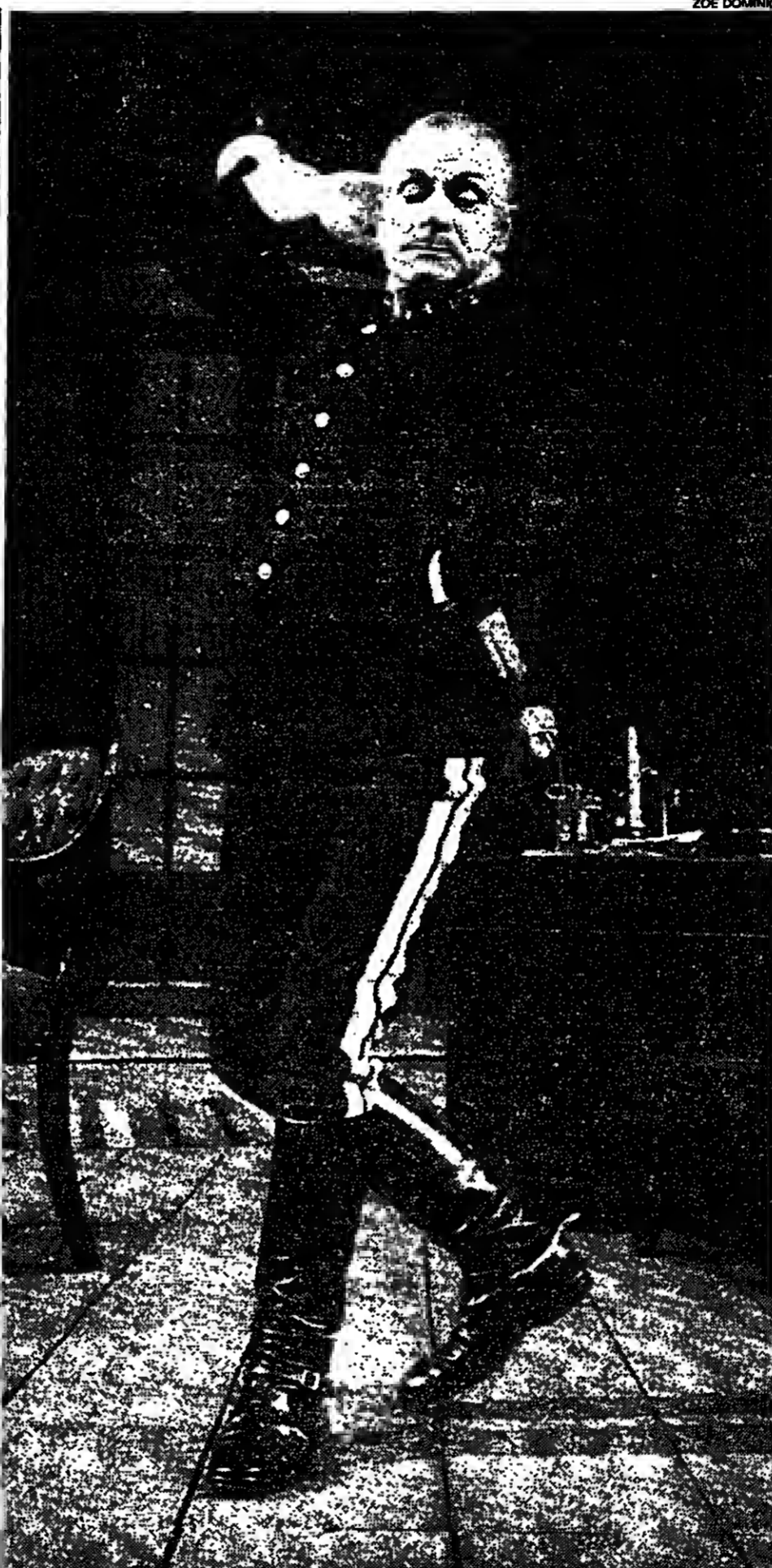
CHILDREN'S BRITANNICA
Fourth Edition
20 vols
Edited by James Somerville
Encyclopaedia Britannica Inc., £249

on whose "Micropaedia" many of the present articles seem to be based? If your child is up to reading the four columns on PROBABILITY, or if he has conceived a passion for BARTOK, will he

not be on the brink of seeking out more substantial treatments than he gets here?

As it happens, those two articles summarize quite well the strengths and weaknesses of the *Encyclopaedia*, which (fourth edition or not) is faced with the impossible task of presenting a world of complex relationships to readers of uncertain maturity. PROBABILITY exemplifies how well the scientific and factual articles provide systematic explanations that lead step-by-step from the obvious to the more obscure, although once an historical dimension is brought in there is confusion over what needs to be said and how to incorporate it. BARTOK shows that such a wobbly approach to the humane arts is not an isolated weakness. Time and again the editors fail in their treatment of non-scientific matters involving feeling and inspiration. The real Bartok is hidden behind trite summaries of life and works (which include the erroneous information that he only wrote one violin concerto). Oddly, for a children's encyclopaedia, the articles on children's books and writers are particularly wrong-headed.

For sure the editorial team has worked hard to make *Children's Britannica* a comprehensive and up-to-date work. The spread of subjects is carefully chosen; there are sensible notes already on, say, contemporary word-processors, Zurbriegen's 1987 slogan, AIDS, the mechanics of the indexing are excellent. It is true that the book's American origins remain apparent (big coverage of all those States; American Literature with the same space as English), but the fluctuating levels in the treatment of subjects — and much careless proof-reading (eg Jane Austin; *Fleurs de Mal*) — raise doubts about editorial perceptiveness. And since the thing will surely be called upon by "young students" for their school projects it could usefully have given more directions towards the information that is still to be had from real books.



There were giants then: *The Best of Plays and Players 1953-1968*, edited by Peter Roberts, (Methuen, £14.95) covers the years in which British Theatre gave us *Waiting for Godot*, *Look Back in Anger*, and *The Royal Hunt of the Sun* and reviewers such as Caryl Chesson, Frank Marcus and Tom Stoppard. Above: Olivier in Strindberg's *The Dance of Death*.

NEW BOOKS

The Deputy Literary Editor's selection of interesting books published this week:

Quiller Couch. A Portrait of Q. by A.L. Rowse (Methuen, £14.95) One Cornishman rubs the back of another. Remembrance. What makes it. What breaks it. by Helen Franks (The Bodley Head, £12.95) The triumph of hope over experience.

Rubik's Cube Compendium, by Ernő Rubik, Tamás Varga, Gerson Kánt, György Marx, and Tamás Vekerdy (OUP, £14.95) Everything on the cube, nothing on how to pronounce the authors.

The Colonial Image. Australian painting 1800-1880, by Tim Bonyhady (Elisv, £25) Distant picture.

The Oxford Dictionary of Art. by Ian Chivers, Harold Osborne, and Dennis Farr (OUP £15) Know your Impasto from your scumbling.

Cardus on Music. A centenary collection, edited by Donald Wright (Hamish Hamilton £16.95) Tales from the old Manchester Guardian.

Hitler's Gladiator, by Charles Messenger (Brassey's, £14.95) The life and times of Obergruppenführer and Panzergeneral-Oberst der Waffen-SS Joseph (Sepp) Dietrich.

Collins Concise Dictionary. New Edition. Chief Editor Patrick Hanks. (£9.95) Aardvark to Zymurgy.

Holland, by Adam Hopkins (Faber, £14.95) Brief history of what Donne called the "Spungie hydroptique Dutch." Strange colour photos.

The Final Frontier. The rise and fall of the American Rocket State, by Dale Carter (Haymarket, £24.95) Weird history of the space race, beginning with Pynchon's *Gravity's Rainbow* and ending with Dr Strangelove's "Mein Führer, I can walk!"

Shakespearean Negotiations. The circulation of Social Energy in Renaissance England, by Stephen Greenblatt (OUP, £22.50) Exorcism, cross-dressing, colonial propaganda and marital law codes in the Bard.

The Unresolvable Plot. Reading Contemporary Fiction, by Elizabeth Dipple (Routledge, £25) "Elizabeth Dipple is anxious to dispel readers' fears about contemporary texts." Perfect for sufferers from Nabokov-anxiety, Beckett-fear, Borges-terror, and general undirected bibliophobia.

See Naples and laugh

FICTION
Andrew Sinclair

THUS SPAKE BELLAVISTA
By Luciano de Crescenzo
Translated by Avril Bardoni
Picador, £10.95

STEPHEN AND VIOLET
By Susan Barrett
Collins, £10.95

OUT OF MIND
By J. Bernlef
Translated by Adrienne Dixoo
Faber, £10.95

FORTY STORIES
By Donald Barthelme
Secker & Warburg, £10.95

70s begins to forget, to deny. He cannot understand what he is doing. His loving wife cannot support the senility of her spouse, but the remembrance of their 50 years together give her a measure of strength and tolerance. It is a remorseless case history that leads to the actual crack-up of the prose. The book ends in random thoughts and small phrases, the series of dots that signify breaks in thought and sense and the signs for infinity. J. Bernlef has won literary prizes in Holland for his understanding of the deteriorating intellect and the aged. *Out of Mind* could not be better written, but is grueling to read.

The old saying is — see Naples and die. After this book it will be — See Naples and laugh. The best of humour is subversive; kings may be mocked off their thrones. Any King of Naples became a clown by taking the job, and the city's only revolutionary hero, Masaniello, was the lunatic player of a *commedia dell'arte* in the course of which a few hundred died. If Naples means more to you than ice cream, you must read this book, which does what only the best of comedies may do. It transforms a foreign world into an arena of delight and new consideration.

The road from Corfu to London through Italy is familiar, but Stephen and Violet provoke new views of our situation well and drives it home. The aged Violet suffers from an infected leg in Greece and is abandoned in hospital by her tour. Her uncouth great-nephew Stephen conveys her back to England in his van. Two generations and many assumptions and all the seven deadly virtues divide the old from the young.

Susan Barrett has a direct style. She writes plainly, without nonsense. This appears to be so exactly how it is and was that Stephen and Violet seems no fiction. The events may never have happened, but they are the facts dictated by a true imagination. The novel is a documentary of a journey involving two characters whose credibility is stamped on the pages like a visa on a passport.

Out of Mind is a mental odyssey into disintegration and nothingness. A man in his

wrought inconsequences of the *Forty Stories* by Donald Barthelme have nothing to do with forgetfulness. He seeks to tease with incongruity, to shock by contradictions, to stimulate by applying a non sequitur like a cattle prod. He has read his Sterne, and black squares ornament one story so that anything may be read into them. Mock Victorian clichés illustrate another couple of tales with wondrous captions — my favourite is of a volcanic outburst, tagged with the comment: "We auditioned an explosion."

Barthelme's stories require a special taste. They are surreal, their humour is pitch-blende, their vagaries lead to surprised recognition or amused rage. To my mind, he occupies a special place in the art of the short story where only Borges may dare to tread.

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Executive Editor
David Brewerton

STOCK MARKET

FT 30 Share
1386.8 (+3.9)
FT-SE 100
1745.0 (+7.4)
Bargains
33189 (35662)
USM (Datastream)
144.72 (+0.41)

THE POUND

US dollar
1.8780 (-0.0005)
W German mark
3.1297 (-0.0065)
Trade-weighted
78.2 (-0.1)

Profits up at London Forfeiting

London Forfeiting, the international trade finance company which joined the USM in February, made profits before tax of £16.5 million in the year to December 31.

This was in line with the expectations stated in the company's prospectus issued in conjunction with its flotation, and represents an increase of more than 23 per cent on the previous year.

Sun Alliance profits drop

Sun Alliance Insurance Group made pretax profits in 1987 of £171.5 million against £180.4 million. British weather losses totalled a record £199 million against £39 million in 1986, with £128 million caused by the October hurricane. The total dividend was raised by 31.9 per cent to 31p.

M6 profit dip

Pretax profits of M6 Cash and Carry, the USM-quoted wholesaler, fell from £1 million to £754,000 during 1987. A final dividend of 2.74p was declared, making a total of 3.8p (3.55p). However, the current year has started well.

SUMMARY

STOCK MARKETS	
New York Dow Jones	2034.98 (+37.47)
Tokyo Nikkei Average	26511.17 (+195.82)
Hong Kong Hang Seng	2556.56 (+12.59)
Australian Gen	246.9 (+5.2)
Sydney AO	1406.9 (-6.8)
Frankfurt Commerzbank	1391.7 (+13.7)
Brussels General	4771.7 (-33.8)
Paris CAC	285.2 (+0.6)
Zurich SKA Gen	443.1 (+4.5)
London	
FT-A All-Share	896.64 (+3.48)
FT-500	984.17 (+4.03)
FT Gold Mines	223.03 (+5.1)
FT Fixed Interest	97.49 (-0.07)
FT Govt Secs	90.93 (-0.1)
Recent Issues	
Closing prices	Page 24

MAIN PRICE CHANGES

RISES	
Assoc Brit Ports	527 1/2 (+22)
Woolworth	2810 (+11)
Sook Shop	2530 (+11)
Rugby Group	257 1/2 (+11)
A Wood	1580 (+10)
Claydon	1580 (+10)
Hammerson	612 1/2 (+10)
Handanger	620 (+10)
Helical Bar	512 1/2 (+10)
Color Group	570 (+10)
Int Thomson	585 (+10)
Trinity Int	742 1/2 (+10)
Guthrie	235 1/2 (+10)
General Accident	930 1/2 (+10)
London & Man	280 1/2 (+11)
Sun Alliance	912 1/2 (+10)
FALLS	
Warrant	687 1/2 (-10)
Shield Group	630 (-10)
Tumbull Scott	685 (-10)
De La Rue	367 1/2 (-11)
Closing prices	Page 24

INTEREST RATES

London Bank Base	8 1/2%
3-month interbank	8 1/2-9 1/2%
3-month eligible bills	8 1/2-9 1/2%
buying rate	
US Prime Rate	8 1/2%
Federal Funds	7 1/2%
3-month Treasury Bills	6.07-6.08%
30-year bonds	9 1/2-10 1/2%

CURRENCIES

London	New York
£ \$1.8780	\$ £1.8785
£ DM3.1297	DM £3.1297
£ Sfr2.5566	Sfr £2.5566
£ FF10.6145	FF £10.6145
£ Yen224.26	Yen £224.26
£ Index: 92.7	Index: 92.7
ECU £0.861779	GDR £0.735520

GOLD

London Fixing:	AM \$450.80 pm \$449.85
close	\$448.75-450.25 (\$239-50-640.00)
New York:	Close \$449.70-450.20

NORTH SEA OIL

Brent (May) pm	\$15.45 (\$16.58)
* Denotes latest trading price	

Stock Market	Wall Street
Tempus	22
City Library	22
Commodities	27
Common	23
Foreign Exch	28
Money Mkts	28
Bus Routes	24
UK Trusts	28
Appointments	25
US\$A Prices	28
Traded Opts	25

The challenge of investing a £152,000 windfall

By Maria Scott
Mrs Jennifer Chelley, winner of £152,000 in the Portfolio Accumulator competition, said yesterday she had not decided what to do with her windfall. She does not play the stock market and has no preferences about how she might invest her winnings.

Jennifer Chelley has won the Portfolio Accumulator competition. *The Times* asked several City experts to suggest how she might use her winnings



Andrew Curtis: cautious approach to share buying



William Ansell: £20,000 for a rainy-day account



Fred Carr: providing for school fees a priority

There is no shortage of choice. Antique jewellery, fine English watercolours, property in the heart of London and shares in a leading high street bank were just some of the suggestions put forward by investment experts.

"I take the view that the markets could go lower," says Mr Curtis, "so I am adopting a cautious approach."

But £30,000 could be split equally between a selection of gilts and shares in "first class UK companies". He includes Midland Bank in his list of companies to invest in because of Midland's "strong recovery prospects".

Then, he would suggest 20 per cent go into gilts, 30 per cent into British equity-based unit trusts and 15 per cent into overseas unit trusts. The

remainder should go into cash awaiting investment. A personal equity plan would sit well with the unit trust investments. Mr Ansell believes the tax advantages of PEPs make them attractive enough to be "essential" for the long-term investor. The unit trusts should be high yielders. In volatile markets these are attractive because of their dividends. Mr Fred Carr, deputy head of the investment management division of Capel Cure Myers, agrees that provision for school fees will be a priority. He will not commit himself on how to invest the surplus either, pointing out that some people feel much happier putting their money into paintings or Chinese ceramics than stocks and shares.

Bank acts on sterling as reserves soar

The Bank of England intervened successfully yesterday to hold down sterling, as figures showing a \$2.2 billion (£1.2 billion) rise in the official reserves last month were revealed.

Work clothes supplier dresses for success



Models of growth: John Prior said all areas had contributed to profit growth (Photograph: James Mangan)

The Bank of England appears to have increased the proportion of the reserves held in currencies other than the dollar. The March revaluation showed a \$2.2 billion rise in the value of non-dollar currencies. This year, after a bigger dollar fall, the revaluation was \$2 billion.

Alexandra leaps 32% to £5.1m

Alexandra Workwear, the Bristol supplier of working clothes, reported a 32 per cent profit increase for the year to end-January to £5.1 million. This reflected a rise in profitability as the growth in sales to £40.7 million was a more modest 23 per cent.

Kleinwort slips to £64.3m

A continuing poor performance in securities markets dragged down pretax profits at Kleinwort Benson Lonsdale, the merchant banking and securities group, by £14.5 million last year.

Mr John Banham, the director general of the Confederation of British Industry, says today that companies may cancel investment plans if the pound's strength continues.

How business suffers, page 24

Koppers hedges over Beazer bid

Koppers, the US aggregates company that is the target of a takeover bid by Beazer, has admitted that its financial advisers, First Boston, and Dillon Reed and Co, are unable to declare the bid inadequate from a financial point of view.

London move for Standard & Poor

Standard & Poor's Corporation, the US credit rating agency, is moving its international operations to London.

Anonymous attack on £18m sale of consultancy

'Smear' against Henley Centre

The Henley Centre, the London-based economic consultancy, yesterday claimed that a "smear campaign" was being waged against it, after the announcement last week that it was being purchased by WPP, the advertising group, for a maximum of £18 million.

The charity was represented in the negotiations for the sale by its council of management, the broad equivalent of a board of directors. A company called Tudor Street Consultants was used to make the purchase. One of Tudor Street's founding directors was Mr Robert Tyrrell who was also on the council of management.

BUSINESS-LIKE, IT IS.
HARD WORK, IT ISN'T.

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HEATHROW TO LISBON	TUE 13.50
HEATHROW TO LISBON	WED 13.50
HEATHROW TO LISBON	THUR 13.50
HEATHROW TO LISBON	THUR 19.25
HEATHROW TO LISBON	FRI 13.50
HEATHROW TO LISBON	FRI 20.15
HEATHROW TO LISBON	SAT 13.50
HEATHROW TO LISBON	SAT 19.25
HEATHROW TO LISBON	SUN 13.50
HEATHROW TO LISBON	SUN 21.40

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BUSINESS ROUNDUP

ERF to boost output as UK buys British

ERF, the independent Cheshire heavy truck maker, delivered a record 421 vehicles to British customers in March and aims to push production up from 2,983 vehicles in 1987 to 4,400 trucks a year within 12 months.

The company is confident of raising its share of the above 16-tonne sector this year to 12.5 per cent compared with 8.1 per cent in 1987.

Eadie caution on profits

Eadie Holdings, the USM-listed wire manufacturer, has warned shareholders that profits in the year to end-December were expected to be lower than the £702,000 in 1986.

New chief for motor society

Mr Simon Foster, the former president of Dunlop France, has been appointed director of the Society of Motor Manufacturers and Traders.

BET in £17.8m buy

BET, the industrial services group, is spending up to £17.8 million to buy Lorne Stewart Group, a privately-owned mechanical and electrical contractor.

It offers a range of specialist contracting services, including the installation and maintenance of heating, ventilation, air conditioning and electrical systems.

Feltrim plans to raise £1m

Feltrim Mining, the mining exploration company headed by Mr Conor Haughey, hopes to raise up to £1 million in a share issue in London and Dublin next week.

Erith £4.43m sets record

Erith, the Hertfordshire builders' merchant, has ridden the boom in the building materials market to raise its pretax profits from the previous record of £2.94 million to £4.43 million.

TV-am stake for sale

Beaverbrook Investments is to sell 5 per cent of the share capital of TV-am - just over a third of its holding - by an auction, conducted by Henry Aasbacher, the merchant bank.

John Banham of the CBI argues that exchange rate stability is vital for UK growth

How the strong pound hits business

The first rule of management is: "If it ain't broke, don't fix it." This applies just as well to the management of the economy as to a company.

The relative stability of sterling against the mark until the beginning of March, moving in a narrow range - DM2.95-DM3.00 - for almost a year, was accompanied by low inflation.

In the past month, this policy of sterling stability has been called into question. There is a strong perceived risk of inflation.

The resulting strength of the pound is not helping British businesses to sell their products and services in intensely competitive world markets.

prices at a competitive level. For an exporter operating on a margin of 15 per cent, this means a reduction in profits by almost one-third.

This is not to say we are complacent about inflation. The Confederation of British Industry has always shared the view of both the Prime Minister and the Chancellor that the defeat of inflation must be paramount in government economic policy.

And we have continued to emphasize to member companies that wage increases must be paid for by improved productivity and performance.

True, earnings - after allowing for overtime and bonus payments - have increased over the past year by nearly 7 per cent.



Not complacent: John Banham is keen to beat inflation

Industrial Trends Survey shows that both orders and output are continuing at a very high level.

The continued severity of competition in home and export markets is reflected in a weakening of expectations of price increases.

Keeping the pound stable against a low-inflation currency such as the mark is, in itself, an anti-inflationary

mechanism of the European Monetary System.

The breaching of the DM3 level has created uncertainty about whether this policy would continue.

First, there is a considerable investment gap - in training, research and development and new plant and equipment - between Britain and her leading competitors.

Indeed, unless British companies are able to close this gap our competitiveness will be impaired, which could bring about exactly the decline in sterling that the Chancellor's anti-inflationary strategy is designed to avoid.

Secondly, British companies need to develop their export strategy to meet the

challenge of 1992 and the creation of the single European market. Penetrating new markets requires a significant investment of time and resources.

It will be a pity if the progress British industry has made in the past year to securing a long-term future in Europe is set back by the uncertainty created over the last month.

The answer to the maxim: "If it ain't broke, don't fix it," is of course, that if you do not fix it, it will indeed break!

Interest rates are an effective and sensitive instrument in controlling the level of sterling against other currencies, but they are a relatively blunt and ineffective instrument when it comes to controlling inflation.

The danger of the present approach to exchange rates and interest rates is that the new-found confidence of British industry could crack first - and with it the chance of consolidating our excellent economic performance of the past year.

The author is director general of the Confederation of British Industry

Holmes à Court in TV selloff

From Christopher Morris Sydney

Mr Christopher Skase, a former financial journalist, yesterday purchased television stations in Adelaide and Perth in a deal worth Aus\$126 million (£49.4 million).

Mr Skase, owner of Australia's Channel 7 network, made the purchase from the Bell Group of Mr Robert Holmes à Court who is still trying to rescue his ailing company after the October crash.

Bell's profit on the sale was Aus\$86 million and the company has retained the right to buy back up to 15 per cent of the stations later.

Mr Skase now replaces Mr Alan Bond on the rival Channel 9 network as the owner of Australia's biggest commercial television empire.

Since the Queensland businessman already has Channel 7 television stations in all of Australia's mainland state cities and nine regional stations in Queensland, New South Wales and Victoria, his potential audience is three-quarters of Australia's population of 16 million.

But he is not concerned that his 73 per cent of the audience is 13 per cent above the government's ceiling. A sympathetic Communications Minister, Senator Gareth Evans, explained that the Government was forced to impose a 60 per cent limit because of the Opposition majority in the Senate.



Shop floor work: Professor Stephen Humble, director of the joint scheme

DTI boost for training

By Derek Harris, Industrial Editor

A drive to strengthen academic and industrial links is about to start. It is aimed at boosting the number of high-flyers at or near Master of Science and Master of Business Administration standard.

The chosen vehicle is a £13-million-a-year teaching company scheme run by the Science and Engineering Research Council (SERC) and the Department of Trade and Industry. It was launched in 1975 and since 1980 has expanded fourfold. It has about 300 programmes operating between companies and academic bodies such as universities and polytechnics.

About 240 companies and 70 academic bodies are in-

cluded. The companies include the General Electric Company (GEC), Lucas, the electrical and automotive parts group, and Rover, the car maker.

Now the scheme has been drawn into the DTI's enterprise initiative campaign with the aim of boosting it "substantially."

Professor Stephen Humble, has been appointed as director of the scheme. He said: "I would be disappointed if the scheme did not almost double in the next five years."

The scheme will give graduates looking at an industrial career "hands on" experience. Projects chosen will be relevant to a company. The

academic input would benefit the company as graduates work through a programme, typically lasting three years.

The scheme should take graduates to standards similar to those for an MSc degree.

Professor Humble believes that as the scheme gains more influence it will have a greater impact on the way higher education bodies respond to the needs of industry.

He will be seeking sponsorship from other government departments. There have been two public sector recruits, the Economic and Social Research Council and the Northern Ireland Department of Economic Development.

Employee share schemes given NAPF backing

By Colin Narborough

The National Association of Pension Funds has given its backing to employee share schemes as a way of fostering long-term ownership of companies, despite the dilution they cause to the pension funds' equity holdings.

In its first reappraisal of the issue of share options for four years, the NAPF seeks to promote longer-term investment and wider share ownership - goals it feels need reinforcing in the wake of the global stock market crash last October.

But it opposes moves to wind up share schemes in response to the market turbulence and is "disappointed" at the use of tax-efficient share schemes to give short-term benefits - a development whose future is unsure after the Budget.

The NAPF, meanwhile, sees profit-related pay, bonuses and other incentives as more appropriate short-term benefits for employees than share schemes with quick exercise rights.

The association upholds its

stand that 10 per cent of a company's ordinary share capital should be the maximum available for share schemes over a 10-year period. In any one year, the upper limit remains 5 per cent.

Mr John Brydon, the NAPF chairman, made clear at the organization's conference last month that the policy review would not produce guidelines, but "general principles" intended to foster best practice among members. The ultimate decisions had to rest with the individual funds.

The principles now issued call for a performance-related incentive, based on the price when the option was issued, to be included in company share schemes.

Committees of non-executive directors are proposed as the best way of monitoring schemes, and increased disclosure in company reports of scheme details is also sought.

Companies are encouraged to use the NAPF principles as a yardstick against which other types of share schemes can be judged.

BP standing by to set North Sea lift record

By David Young, Energy Correspondent

British Petroleum is preparing to set a record in the British sector of the North Sea by making the heaviest-ever single lift in the British offshore industry.

Constructions teams are standing by to install the topside structure on the Cleeton natural gas field off the Humber, using two heavy-lift barges to position a module weighing 5,300 tonnes in one lift.

The Cleeton field is part of the villages group of gas fields being developed by BP for connection to the British Gas

national grid in the early 1990s.

The other field in the area, the Ravenspurn, is also about to have its production platform topped out.

The topside of the Cleeton field has been built on Tyneside. However, the record could be short-lived. Topside equipment for the Conoco V field is due to be floated out this summer and this will certainly be heavier.

BP is to use the British Gas accommodation platform AV-1 during the building of the Cleeton platform.



Notice of Annual General Meeting

Notice is hereby given that the Annual General Meeting of Aktiebolaget SKF will be held at SKF Kristinedal, Byfogdegatan 4, Göteborg, at 3.30 p.m. on Thursday April 28, 1988.

Agenda

Ordinary general meeting business will be transacted in accordance with Swedish law and the Articles of Association.

Notice of Attendance

For the right to participate in the meeting, shareholders must be recorded in the shareholders' register kept by the Securities Register Centre (VPC AB) by Monday April 18 and must notify the Company before noon Monday April 25 of their intention to attend (Aktiebolaget SKF, S-415 50 Göteborg. Tel: +46-31-37 26 52), giving details of name, address, telephone and shareholding.

Payment of Dividends

The board recommends that shareholders with holdings in the register records on May 3 are entitled to receive dividends for 1987. If this date is accepted by the Annual General Meeting it is expected that the Securities Register Centre will send out notices of payment to recorded shareholders and listed depositaries on May 10, 1988.

To facilitate payment of dividends, shareholders who have changed address are recommended to inform Värdepapperscentralen VPC AB, S-171 18 Solna, well before May 3.

Proxy forms are available from: AB SKF, S-415 50 Göteborg, Sweden. Tel: +46-31-37 26 52 & 37 10 00

Göteborg, April 1988.

BASE LENDING RATES

Table with 2 columns: Institution and Rate. Includes ABN (8.50%), Adam & Company (8.50%), BCCI (8.50%), Consolidated Bids (8.50%), Co-operative Bank (8.50%), C. Hoare & Co. (8.50%), Hong Kong & Shanghai (8.50%), Lloyds Bank (8.50%), Nat Westminster (8.50%), Royal Bank of Scotland (8.50%), TSB (8.50%), Citibank NA (8.50%).

Bonded Laminates up

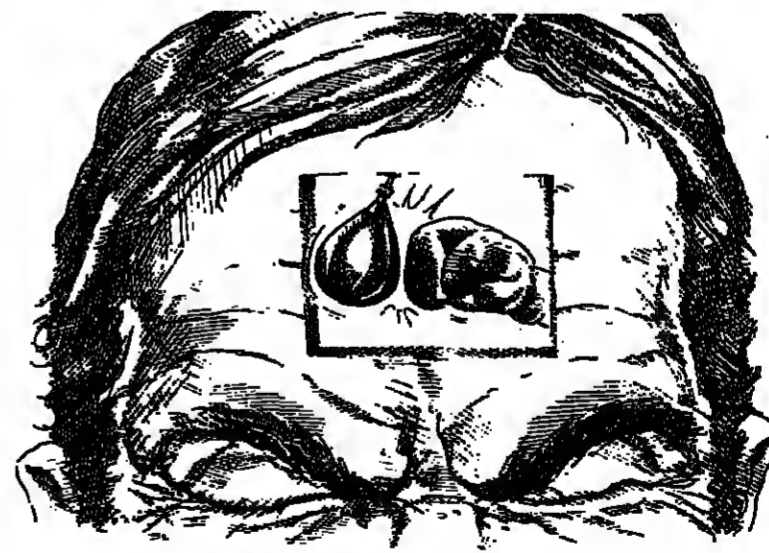
By Our City Staff Bonded Laminates, producing 1987 figures on a merger accounting basis to take account of acquisitions and adjusting previous figures to an annual basis, shows pretax profits of £956,000 for the year ended December compared with £577,000 a year earlier.

The group went public last May after a placing of shares at 77p each. The profit increase was achieved after writing off £123,000 start-up costs in the United States and latest fig-

SCOTTISH WIDOWS' FUND AND LIFE ASSURANCE SOCIETY

Notice is hereby given that the 174th Annual General Meeting of the Members of the Society will be held within the Head Office, 15 Dalkeith Road, Edinburgh, on Tuesday, the 3rd day of May 1988 at 2.30 pm for the following purposes:-

- To consider the Accounts and Balance Sheets for the year ended 31st December 1987 and the Reports of the Directors and Auditors. To elect Directors. To appoint Auditors. To fix the remuneration of Directors. To pass, if thought fit, the following Resolution recommended to the Members by the Directors: "That the remuneration of the Auditors for the current year be fixed by the Directors of the Society". To transact any other ordinary business proper to an Annual General Meeting. Forms of Proxy for the use of Members of the Society who are unable to be present at the Meeting, but who may wish to vote thereat, may be obtained on application to the undersigned. To be effective Proxies must reach the Society's Head Office not less than two clear working days before the time for holding the Meeting. A Proxy need not be a member of the Society. C. M. CAVAYE Managing Director 15 Dalkeith Road, Edinburgh EH16 5BU 5 April 1988



THUMPING HEADACHE? TRAMIL 500 WILL SOFTEN THE BLOWS.

In this fast and often furious world, the last thing you need is a headache. But when you have, you need a strong solution. Take full strength Tramil 500, for instance.

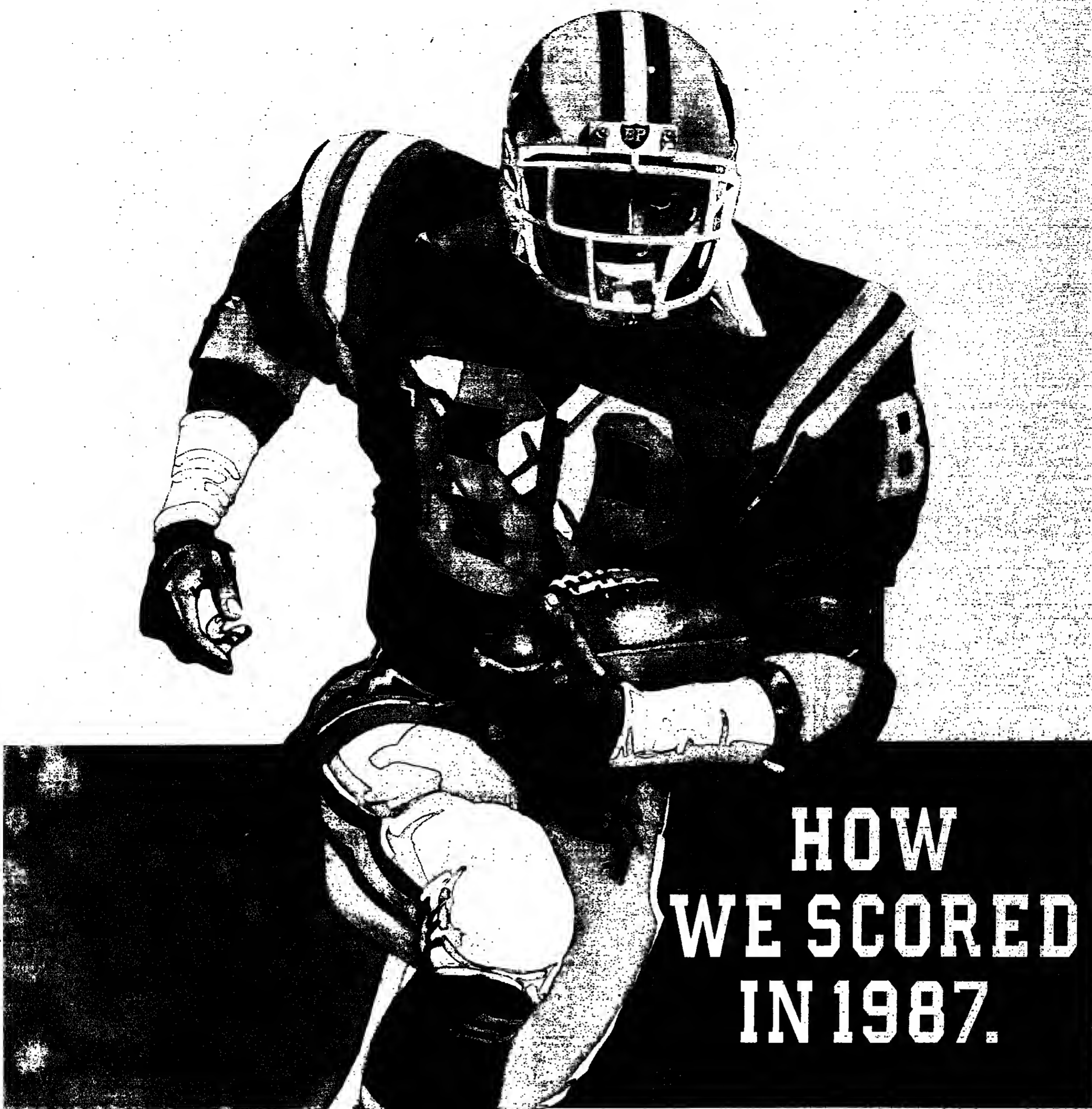
Each capsule contains 500mg of paracetamol, an analgesic doctors prescribe. And it's gentle on your stomach. It's fast-acting, too. So it'll knock out your headache in no time.



WHEN THE PRESSURE'S ON, FULL-STRENGTH TRAMIL 500 LIFTS IT OFF.

هكذامن النحل

Vertical sidebar on the right edge containing various advertisements including 'Saatchi account', 'TRADITIO', 'LONDON TR...', and 'INCOME'.



HOW WE SCORED IN 1987.

1987 was a momentous year for BP, and one of the most significant in our history.

We bought the remaining 45% of Standard Oil that we didn't already own and merged all our operations in the USA. This gives the group an immensely strong position in the world's biggest market and firmly establishes BP as one of the world's three largest oil companies.

In the UK we launched our successful bid for Britoil which, by combining the interests of the two companies, will lead to the more effective exploration and development of our combined North Sea assets.

We also carried out exploration in 27 countries,

increased worldwide oil production and still managed to increase our reserves by 7 per cent.

Historical cost profit rose to £1,391 million and for the fifth year in succession we were able to recommend an increased dividend to shareholders.

Our cardinal philosophy in BP is one of achieving value for our shareholders through selective excellence, that is by concentrating on the things that we are good at, and by working and investing to become even better at them.

These days more than ever, it can be rewarding to follow a winning team.

If you want to know the score we invite you to send off the coupon for a copy of our 1987 Annual Report.



BP Britain at its best.

To: The British Petroleum Company p.l.c.
FREEPOST, Room 2522, Britannic House,
Moor Lane, London EC2B 2DJ.
Please send me the BP Annual Report and Accounts for 1987.

Name _____
Address _____
Postcode _____

هكنا من الأهل

Perfect PLUS NEW Accumulator

PLEASE TAKE INTO ACCOUNT MINUS SIGNS

BRITISH FUNDS

SHORTS (Under Five Years)

FIVE TO FIFTEEN YEARS

OVER FIFTEEN YEARS

INDEX-LINKED

BANKS, DISCOUNT

STOCK EXCHANGE PRICES

Rally continues

ACCOUNT DAYS: Dealings began on March 21. Dealings end tomorrow. Contango day April 11. Settlement day April 18. Prices recorded are at market close. Changes are calculated on the previous day's close. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (aa) denotes Alpha Stocks. (VOLUMES: PAGE 22).

بازار من الاجل

Portfolio PLUS NEW Accumulator

From your Portfolio gold card check your eight share price movements on this page only. Add them up to give you overall total and check this against the daily or accumulator dividend figures. If it won't match or be better, the figure you have on your gold card is wrong. If you win, follow the claims procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

Table with columns: No., Company, Group, Gains or Losses. Lists 44 companies including Courtauld (aa), Br Boraro, Ferguson, Persimmon, Berkeley Op, Hapworth Ceramic, Chisnall, Briton, Jager (aa), Baker (Charles), Homprint, Styo, Lawrence (Water), Lonsdale, Underwood, Barclay (aa), Lucas (aa), Redland (aa), Glaxo (aa), Acrost, Dawson, Gr Portland, Int Bus Comm, Lancaster, Pearson (aa), Cable Comm, Aerosec (aa), Greycoat, Lowry HS & B, Hovover Druce, Pirelli, Star Comp, Trafalgar Park, BAT (aa), Wincor, Starchy, Independent, Tesco (aa), Lloyds (aa), Ford Motor, Times Newspaper Ltd.

Please take into account any minus signs

Weekly Dividend table with columns: MON, TUE, WED, THU, FRI, SAT, SUNDAY. Includes instruction: Please make a note of your daily totals for the weekly dividend of £3,000 in Saturday's newspaper.

BRITISH FUNDS

Table with columns: 1978/79 High/Low, 1977/78 High/Low, Price, Dividend, % Yield, % Change. Lists various funds like SHORTS (Under Five Years), FIVE TO FIFTEEN YEARS, OVER FIFTEEN YEARS.

Table with columns: 1978/79 High/Low, 1977/78 High/Low, Price, Dividend, % Yield, % Change. Lists various stocks like COURTAULD (aa), BR BORARO, FERGUSON, etc.

Table with columns: 1978/79 High/Low, 1977/78 High/Low, Price, Dividend, % Yield, % Change. Lists various banks and discount houses.

Table with columns: 1978/79 High/Low, 1977/78 High/Low, Price, Dividend, % Yield, % Change. Lists various electrical companies.

BREWERIES

Table listing brewery companies and their stock prices.

BUILDING, ROADS

Table listing building and road construction companies and their stock prices.

CHEMICALS, PLASTICS

Table listing chemical and plastic companies and their stock prices.

CINEMAS, TV

Table listing cinema and television companies and their stock prices.

DRAPERY, STORES

Table listing drapery and store companies and their stock prices.

HOTELS, CATERERS

Table listing hotel and catering companies and their stock prices.

INDUSTRIALS A-D

Table listing industrial companies A-D and their stock prices.

FINANCE, LAND

Table listing finance and land companies and their stock prices.

FINANCIAL TRUSTS

Table listing financial trust companies and their stock prices.

FOODS

Table listing food companies and their stock prices.

L-R

Table listing companies L-R and their stock prices.

MOTORS, AIRCRAFT

Table listing motor and aircraft companies and their stock prices.

SHIPPING

Table listing shipping companies and their stock prices.

SHOES, LEATHER

Table listing shoe and leather companies and their stock prices.

TEXTILES

Table listing textile companies and their stock prices.

TOBACCO

Table listing tobacco companies and their stock prices.

INSURANCE

Table listing insurance companies and their stock prices.

LEISURE

Table listing leisure companies and their stock prices.

MINING

Table listing mining companies and their stock prices.

NEWSPAPERS, PUBLISHERS

Table listing newspaper and publishing companies and their stock prices.

OILS, GAS

Table listing oil and gas companies and their stock prices.

S-Z

Table listing companies S-Z and their stock prices.

TOBACCO

Table listing tobacco companies and their stock prices.

Portfolio PLUS NEW Accumulator. Daily Dividend. Claims required for Accumulator. Claims better than. Claimants should ring.

OVERSEAS TRADING. Claims required for Accumulator. Claims better than. Claimants should ring.

PAPER, PRINT, ADVERTISING. Claims required for Accumulator. Claims better than. Claimants should ring.

PROPERTY. Claims required for Accumulator. Claims better than. Claimants should ring.



duction and a summer... s by 7 per cent... se to £1,391 million and... ion we were able to... ndend to shareholders... by in BP is one of... holders through self... ncentrating on the... and by working and... after at their... ever it can be reward



© Es dividend e Es all b Forecast dividend e interim payment passed f Price at suspension g dividend e yield exclude a suspended f

UNIT TRUST MANAGERS

ASSET UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00
Asian Growth	90.00	90.00
Latin Growth	85.00	85.00
Emerging Growth	80.00	80.00

BANKING UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

BUSINESS UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

BOND UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

INVESTMENT UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

LIFE UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

MUTUAL INVESTMENT UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

PROPERTY UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

RETIRESMENT UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

SCOTTISH UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

WELSH UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

FOREIGN EXCHANGES

STERLING INDEX SPOT AND FORWARD RATES AT 78.2 (day's range 78.2-78.4)

Country	Spot	1 month	3 month
Argentina	12.862-12.867		
Australia	2.551-2.552		
Belgium	36.525		
Canada	21.77-21.83		
France	6.545-6.550		
Germany	2.475-2.478		
Italy	16.875-16.880		
Japan	239.80-240.00		
Netherlands	2.025-2.030		
New Zealand	1.625-1.630		
Spain	16.650-16.655		
Switzerland	2.000-2.005		
UK	78.2		

OTHER STERLING RATES

Country	Rate
Argentina	12.862-12.867
Australia	2.551-2.552
Belgium	36.525
Canada	21.77-21.83
France	6.545-6.550
Germany	2.475-2.478
Italy	16.875-16.880
Japan	239.80-240.00
Netherlands	2.025-2.030
New Zealand	1.625-1.630
Spain	16.650-16.655
Switzerland	2.000-2.005
UK	78.2

MONEY MARKETS

Base Rates %: Clearing Banks 6% Finance 5% Money 3% Treasury 3% Overnight High 5 Low 5 Week fixed 6%

Instrument	Rate
Treasury Bills (Discount %)	1 mth: 8.25-8.30, 3 mth: 8.15-8.20, 6 mth: 8.00-8.05
Prime Bank Bills (Discount %)	1 mth: 8.15-8.20, 2 mth: 8.05-8.10, 3 mth: 8.00-8.05
Trade Bills (Discount %)	1 mth: 8.00-8.05, 2 mth: 7.90-7.95, 3 mth: 7.85-7.90

THIRD MARKET

6% NEW BRITAIN STERLING UNIT TRUST MANAGERS

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

INVESTMENT TRUSTS

UK Growth

UK Growth	100.00	100.00
US Growth	98.50	98.50
World Growth	95.00	95.00

LONDON FINANCIAL FUTURES

Three Months Sterling

Three Months Sterling	91.50
Three Months Eurodollar	85.00
Three Months Eurodollar	85.00

COMMODITIES

LONDON METAL EXCHANGE

Copper	120.00
Lead	200.00
Zinc	300.00

U.K. Sa PC

Export Management

Assistant Manager

GENERAL APPOINTMENTS

April 7, 1988

Corner-cutting employers seeking staff are encouraging cowboy recruitment methods, says Peter Underhill

More than 750 companies are engaged in recruitment in the UK. Many of them prosper because some employers inadvertently encourage undisciplined recruitment methods.

Don't let Lady Luck have a say in who is right for the job



able recruiting methods. Companies are reluctant to call in a human resources consultant, even when their staff requirement has become urgent, seeing it as an unnecessary expense.

nghly well-briefed applicants. These candidates will invariably be more willing to accept an offer than if they had been "talked into" an interview with a company about whom they knew little, and who had responded to a mailshot cv from an "agency".

APPOINTMENTS PHONE: 01-481 4481 - APPOINTMENTS PHONE: 01-481 4481

U.K. Sales Manager - PC Software. This is an exciting opportunity to join one of the UK's most successful PC software companies.

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Take the gamble out of recruiting. Our immutable principles are: People are not products; recruitment is not selling.

Export Sales Manager. Blick Communications Ltd., part of the Blick plc Group, is one of the leading manufacturers of radio paging equipment.

FOREIGN AND COMMONWEALTH OFFICE SENIOR RESEARCH OFFICER ARMS CONTROL AND DISARMAMENT.

Human Resources Consultancy. Pannell Kerr Forster Associates is an expanding management consultancy company forming part of an International firm of Chartered Accountants.

PLASTIC! SALES EXECUTIVE. As brand leaders in catering disposables, we offer the opportunity to sell a wide range of attractive products.

THE ASSOCIATION OF CORPORATE TREASURERS PROGRAMME ASSISTANT £9,000. We are looking for a competent administrator to work with the Programme Secretary.

Regional Sales and Marketing Director. The contract cleaning industry is a high growth industry. The Government's decision to open up the large, local government market in April 1989.

COMPANY SECRETARIAL ASSISTANT CITY OF LONDON SALARY NEGOTIABLE. BENEFITS INCLUDE: NON-CONTRIBUTORY PENSION SCHEME, PRIVATE MEDICAL SCHEME AND LIFE ASSURANCE.

Financial market data including UK Shares, FTSE 100, and various exchange rates.

VACANCIES

Following staff is required by a leading Pakistani Bank for its London and other branches in England and Scotland:

1. Marketing Personnel at London

Candidates should have at least 5 years banking experience out of which 3 should be in Credit and International Financing. Minimum salary £12,500.00 p.a. negotiable.

2. Documentary Credits Personnel at Birmingham, Bradford, Edinburgh, Manchester and Sheffield

Candidates should have at least 5 years banking experience out of which 3 years should be in Documentary Credits. Minimum salary £7,500.00 p.a. negotiable.

3. MBAs for London and other upcountry Branches

Candidates having MBA degree from recognised university and not more than 26 years old required as probationary officers. Minimum salary £10,000.00 p.a. negotiable.

Applications in writing with C.V. to be sent latest by 14th April:

Reply to Box G98

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In the next 12 months Mann & Co Mortgage services will be substantially expanding from a well established base, with a range of highly innovative mortgage products.

Exciting opportunities therefore exist in our Financial Services Department in the South East London Area. The positions will involve liaising with the residential house sales team, to ensure that our buyers and sellers benefit from comprehensive financial advice.

Applicants will already have previous experience in the Insurance/Mortgage market and must be prepared to offer total commitment. Promotion to managerial status is expected inside a 15 month period. We are offering a comprehensive remuneration package, so if you have the ability to fill such position, please apply with full CV to:

Mr Peter Crofts Mann & Co Mortgage Services 30 High Street Bromley, Kent BR1 1EA Telephone 01-464 8814

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TRW APPLICATION ENGINEERING

A leading manufacturer of submersible pumps used in the oil industry is currently seeking an Application Engineer for its Wexley office covering Europe, Africa and the Middle East areas.

The position may involve an initial training period overseas and frequent travel to the above mentioned areas. The successful candidate should possess a degree in Petroleum Engineering or Electrical Engineering. Prior experience would be a plus. Languages would also be an advantage, particularly French, German and/or Arabic.

Interested individuals should submit a current curriculum vitae along with salary history to: Mike McDonald, TRW Reda Pump Limited, Wexley Grange, High Street, Wexley, Middlesex UB7 7QP

TOP SALES PERSON OTE £50K

We are looking for a top-flight sales person to sell software tools into IBM mainframe accounts in the North of England. A successful sales record essential though not necessarily gained in the computing field. If you have the motivation and ability to meet a new and exciting challenge contact:

Victor Dennis on 0270 766855 or send your CV to: APT 1 Crown Bank Sandbach Cheshire CW11 0EW.

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Leading design company requires an Administration Manager to perform a range of duties. Must be dynamic and versatile self-starter, preferably with personnel management experience.

Salary package around £20,000 pa. Please send full CV to: Mr I D Grant, Finance Director McColl Limited, 64 Wignore Street London W1H 9DJ

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Hill Samuel Investment Services is seeking experienced, aged 40 plus, graduates or equivalent, with experience in industry, the City, commerce or the professions, to become Personal Financial Advisers.

All necessary training and support (including office facilities) will be given to enable you to promote the recognised range of Hill Samuel personal financial products and services. Contact: Jonathan Ellis, Hill Samuel Investment Services, 29 Queen Anne's Gate, London SW1H 9BU. Telephone 01 222 4858

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This is the best thing on the market for a senior level as Sales Representative in a Professional Firm. The UK. Commission and full Company support. Higher than average income. If you are an experienced and CV is needed. Associates Ltd, 19 ELM ROAD, BROMLEY, PLYMOUTH, DEVON: PL4 7AX.

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Top London financial services group requires, for immediate start, 20/25 year old individuals to run a profitable team in the West End. Substantial remuneration available in return for a positive approach. An excellent opportunity for a self-starter. Call the Recruitment Officer on: 01 499 6481

International Development Director Network Communications Salary c£45k. Our client is a subsidiary of a multi-billion pound international company selling high technology products worldwide. They focus particularly on Datacommunications and Networking products to be sold internationally.

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SEARCH AND SELECTION EQUITY OPPORTUNITY. If you are relatively young (27-34 perhaps), but very mature, extremely ambitious and hard-working, have a successful track record in executive search and/or selection, and would flourish in a disciplined but highly entrepreneurial environment, you are invited to write in detail to the address below.

PRODUCT MANAGER c £24,000 + car + incentive bonus + benefits BRIGHTON. We are Family Assurance, the market leader for tax-exempt savings. In order to build on the success which has already brought us over 240,000 policyholders and more than £25 million under management, we need to bring further highly attractive products to the market place.

Sales Executives. We are looking for enthusiastic self-motivated people to be part of a dynamic young sales team which is being restructured to meet our planned requirements for the 1990's. Heron Suzuki GB Limited.

TRAVEL CONSULTANTS £11,200 + p.a. after 12 months. Due to an expanding long haul market we are looking for dynamic and hard working people to join our busy team of 70 specialised consultants.

DAWSONFREIGHT COMMERCIALS LIMITED, part of the DAWSONGROUP OF COMPANIES, and the largest VOLVO TRUCK DISTRIBUTOR in the U.K. is at an exciting stage of its development and requires an - AFTER SALES DIRECTOR.

Share in our Success Nationwide RECRUITMENT CONSULTANTS High Earnings Potential. Accountancy Personnel, Britain's leading specialist recruitment consultancy is committed to a policy of expansion.

Accountancy Personnel. 14 Great Castle Street, Oxford Circus, London W1N 7AD. £18,000 o.t.e. Gelco is one of the country's leading suppliers of Contract Hire and Fleet Management Services.

BRANCH SALES MANAGERS NATIONAL ACCOUNTS MANAGERS SALES EXECUTIVES VEHICLE CONTRACT HIRE AND LEASING. Mann Egerton Vehicle Contracts Ltd, Newton House, 118/119 Piccadilly, Mayfair, London W1.

GRADUATES Earn £6 per hour for the next three months as an admin. assistant temping for a major City firm. Must be free to start on 11 April 1988. Please call us today on 01-629 7262.

MANAGEMENT POSITION. Available in banking club. Must have a minimum of 5 years experience. As part of the work in the banking club, the candidate should be able to conduct interviews and selection processes and carry out a variety of other duties.

01-481 4481. NORTH (061) 834 178 Peter Easton. CENTRAL (0604) 3718 Quentin Hurn. SOUTH (0753) 7048 Stephen Carr.

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HORIZONS

A guide to career development

A medievalist's dream comes true as he puts it on the line Domesday Book gets its maps, 900 years late

I suppose most of us have ideas which we have toyed with but never really brought to fruition. We may dream of singing at Glyndebourne, but instead we confine our musical ambitions to membership of the Chorlerton and District Choral Society...

launching an enterprise of his own - a series of English maps showing the country as it was at the time of the Norman Conquest. The county boundaries had changed very little since Saxon times...

The idea developed into a hobby, and the hobby became an enterprise. John decided to set up his own map publishing business to develop his idea.

To start a business, you need capital. True, he had some savings and a terminal grant to fall back on, but this was not sufficient to keep him afloat.

A former helicopter pilot has brought his map-reading down to earth and taken it back into history to make good a glaring omission, says Roger Jones in the last of our series on the countryside

until the hoped-for profits poured in. He needed time to do research and design the maps. "It was only possible to do this because I commuted my RAF pension," John explained.

This was a bold step. Not many people are prepared to gamble away their pension on what is plainly a risk venture. But in a sense it was a calculated risk.

At the end of this period his research was well under way and he had got a suitable style worked out. He decided, for example, to incorporate motifs from the Bayeux Tapestry (which is contemporaneous with the Domesday Book) in his design and to include only those place-names which have survived as modern villages, towns or streets.

Agreed, such a map might prove inadequate for the purposes of medieval scholarship. But this was a deliberate ploy on John's part. His maps are aimed at the general public, as were

those of the great county mapmakers of the past, such as Christopher Saxton, John Speed and Jobo Cary.

Not that academics have exactly shunned his series. Indeed, complete sets of the Domesday maps have been bought by university libraries throughout the English-speaking world. John's gamble is now starting to pay off.

Having completed the series, he is currently engaged on a series of limited edition Domesday England atlases. The first of these, appropriately enough, was presented to the Conqueror's descendant and namesake, Prince William. John has just handbound and despatched his eleventh atlas, and he plans to produce 89 more.

I wondered how he set about marketing his products. Until now, it appears, he has done very little advertising as such. He has, however, written articles on his work for Popular Archaeology and a number of county magazines - all of which have stimulated interest. Recently the Shropshire Employment Promotion Association has given him a helping hand with a portable exhibition stand which he takes to shows up and down the country.

Being still very much a one-man band, he is proceeding cautiously - and he is probably wise to do so. It is, after all, difficult to estimate the market for maps like this. Publishers of up-to-date motor-ing atlases, by contrast, have a much clearer idea of how many people are likely to buy, since they have done it all before.

Clearly, marketing is an area he needs to concentrate on now in order to finance his next venture. This is a series of maps of ancient civilizations and he reckons it will keep him busy for the next decade. He has already begun the exhaustive research that such a project demands, with reconnaissance visits to Turkey, Greece and Israel.

In recognition of his work John was elected a Fellow of the Royal Geographical Society two years ago. Now that he has made a name for himself, it is quite possible he could find a publisher who would finance the venture and pay him royalties.

However, I have the impression that John Garnons Williams relishes being his own boss. He has shown courage in setting off on a venture which does not promise instant fame and fortune, and he clearly possesses the resilience to see it through. Such people deserve to succeed. John Garnons Williams's address is: Hardwicke Stables, Hadnall, Shrewsbury SY44 4SN (093 97 416).

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